# COMMERCE AND FINANCE

reports of early dividend action by th

4 1-2 points.

Commission houses grew conservative as the excitement increased, many refus-

cific, Southern Pacific and kindred shares

dropping a point or more. Copper issues were reactionary and Tractions all lower. Bond were fairly firm, although busi-

ness was in reduced volume.

This is the first time in the history of Wall street that the public got in the

stock market on the ground floor. Last summer the bankers compelled every one to take up their loans, and when the

move started the securities were in the

hands of the public and not lodged with the banks. Rapid advances have pre-

vented conservatives from rebuying, and

the market today is taking the bit in its

The Safest Investments

# "STREET" WILD

In Fifteen Minutes Stock Jumps to 117 and Back to 105.

#### FEAR PANIC OF SHORTS

Public Takes Hand in Exciting Day's Business-Buying Orders Follow Allis Chalmers' Move.

New York, April 8.-Wild specula tion in the last fifteen minutes of all known about the large earnings, trading today carried Bethlehem Steel but outsiders have carried away the from 100 to 117 and back to 105, and stocks while we on the floor have this on top of an advance that start-ed at 88 at the opening, or half a point above Wednesday's close. Fears that a panic of the shorts would re-sult, brought hasty liquidation in the general list, while aggressive specu-following the move in Allis-Chalmers prelation was started in American Can and Willys-Overland, shooting the Can common which jumped 5 and Genprice of these shares up three or four points in a few minutes. The market 143 1-4. Willys-Overland touched 135 on

It was the opinion at the close that directors. the early advance to 100 in Bethle-hem Steel was justified by the earn-

#### YOU COULD NOT REASONABLY

-expect your wife to manage your estate as efficiently as a company which makes a business of such service.

Name your wife co-executor with this company and relieve her of this great responsibilty. Conference invited.

The Washington Loan&TrustCompany

Cor. 9th and F Sts.

## JOHN JOY EDSON, President

W. B. Hibbs & Co.

LOCAL SECURITIES bought and sold on same favorable terms as we offer for trading in New York stocks and bonds

Hibbs Building

# ings, while the spectacular movement that carried quotations upward so vio-lently in the latter dealings was en-

L	verp	ool.		
Furnished by N. L.	Cerper	ite & O	. ,	reviou
	Oren.	2 p. m.	Close.	close
January-February	6.03	6.90%	5.94	6.07%
March-April	6,69	6,0612	6.00	6,134
May-June	5.66	5.62%	5.57	5.70
July-August	6.79	5.76%	5.70%	5.834
October November	5.96	5.91	5.8512	5,99
Middlings, 5,71; yes	terday.	5.79. 81	les, 10,0	200.

		_				
	New	York	k.			
				P	evious	
	Oven.	High.	Low.	Close.		
ary	10.61	16.61	10.40	10,52	10.66	
ch	10.80	10.83	10.72	10,72	10,86	
	9.67	9.60	9.56	2,60	9.73	
	9.30	9.99	9.85	9.87	19.03	
1151	P. 15-15				10,14	
ber	10.39	10.39	10.21	10.36	10.41	
ember	10.53	10.61	10.43	10.52	10,65	
***************************************						1
7	New (	Orlea	ns.		- 1	
				17	PETIONS	

coember	10,53	19.61	10.43	10.72	19,00
	- 3				
12	New	Orlea	ns.		
				Th.	RUGITES
	Open.	High.	Low.	Close.	close.
muary	70.25	10.27	10,14	10.22	10.22
a.v.	9.6	9.40	9.30	9.31	2.45
dy	2.68	2.68	2.54	9.56	9.72
tober	9.97	10,00	9.36	9.86	10.05
comber	19.15	10.17	30.01	10,06	10,23
		-			- 1
	Stat	tlettes			
		Recei	nta	Midd	lings.

Receipta		Middlings. Yester-	
Today.	Last year.	Today.	day.
	Garage	9.80	9,95
2.965	2,593	2,15	9.31
7:384	4.433	9.50	9.50
900	273	8.86	9.00
2.102	2.586	9.00	9.00
220	471	9.00	9%
266	700	9.00	9.00
9.700	1 319	9.00	9.13
	,,,,,,,	200	9,00
41			10.05
	2.00	• • • • •	10.00
	D		
6,-8.	400,000		9.06
******		at com-	
*****		3,00	9,00
******	3,439	****	9.00
371	148	8.80	8.66
	Today. 2.965 7.294 900 2.102 2.00 258 2.709 11 FERIO 6.207	Today, Last year, 2965 2,966 7.394 4,703 901 375 2,1002 2,866 230 401 286 200 2,106 1,310 11 2 2,966 TERRIOR, 6,267 3,579 3,009	Today, Last year, Today, 9,50 2,965 2,960 2,185 2,962 2,185 2,196 2,186 2,196 2,186 2,196

	Bid.	Asked.
U. S. con. 2s. registered, 1900	9854	965
U. S. 2s. coupon, 1900	26%	****
U. S. 3s. registered, 1908-18		
U. S. 3a, coupon, 1908-15		
U. S. 4s, registered, 1925	10912	110
U. S. 4s, coupon, 1925	110%	
Pan. Canal 10-30-jr. 2s, reg'd, 1936	36	****
Pan. Canal 10-30-yr. 2s, reg'd. 1308		
Pan, Canal 3s, registered, 1961		
Pan. Canal Js. coupon, 1961	10134	40.00

#### NEW YORK STOCK MARKET.

100 May Department Store ..... 614

CHICAGO GRAIN MARKET.

Chicago, April &—According to cable advices received on the Chicago Board of Traile today, there is a dearth of tonnage at the ports of Argentina. This fact is against a free movement of both wheat and core out of that country as the grain has been purchased by importing nations and it is wanted for immediate or nearby use. Considerable wheat is piled up at the ports of Argentina, the last visible supply exceeding 10,000,000 busbels, but the estimated shipments for this week are for only 4,000,000 busbels compared with actual shipments of 6.256,000 busbels last week and 1,165,000 busbels last year, when there was a short crop.

and that seeding will be pushed during the next few weeks.

While there have been good rains in a large part of the winter wheat belt, there is a promounced deciciency of reserve moisture east of the market will be susceptively think to damage reports until there is a general tible to arrive, 2.60c. 2.00c. 2.5c. and that seeding will be pushed during the next few weeks.

While there have been good rains in a large part of the winter wheat belt, there is a pronounced dediciency of reserve moisture east of the Ministippi River, and the market will be succeptible to damage reports until there is a general downpour over that section of the country. Wheat is lost like to like at Chicago today, with September the strongest and May the weakest futures of the list.

75% 75% 75% 75% 75% 16.97 17.20 15.97 17.10 May. 17.50 17.72 17.50 17.62 July.

| Section | Sect New York, April 8.-Closing quotations for

11% Nerada Com Mining.

New Arradian Mining.

New Arradian Mining.

New Arradian Mining.

North Batte Mining.

North Lake Mining.

Ouceola Mining.

Ouceola Mining.

Ouceola Mining.

Strain Pond Creek Coal.

Quiney Mining.

Strain See Mary's Mineral Land.

Shannon Mining.

Shattuck Arisona Mining.

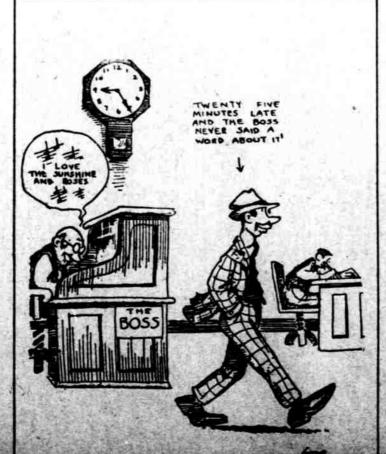
Swift & Co.

Tamarsek Mining.

United Pruit.

Coited Shoe Machinery.

U. S. Sm. R. & M.



NEW YORK PRODUCE.

NEW YORK MONEY.

New York, April 8.—Call money opened 2 per ident; high, Th; low, 2; renewals, 2; close, 2h; ruling rate, 2h.

Transactions in time money are limited to a few trades involving small amounts. At the moment the market appears a trifle erratte, exhibiting no positive tendency. Rates are: 2h to 2h for slary days, 2h to 3 for ninety days, 3 to 3h for four months, 3h for five and six months, and 4 to 4h for over the year.

A little more activity is shown in the commercial paper market and though this is caused by a greater inclination on the part of the banks to purchase, there is no sign of an earlier tendency in rates, which continue at 3h at per cent for the best names. A slight increase is noted in the volume of offerings, but the supply of attractive paper is still exceedingly scarce.

volume of offerings, but the supply of attractive paper is still exceedingly scarce.

WASHINGTON STOCK EXCHANGE.

Sales, with closing bid and asked prices, follow:

Bid. Asked.

Furnished by W. B. Hibbs & Co.

Bid. Asked.

Bid. Asked.

So Kelly-Springfield Tire... 137 129

GAS BONDS.

Bid. Asked.

So Kelly-Springfield Tire... 137 129

So Kelly-Springfield Tire... 137 129 | Co. | RAILROAD | 1034 | 1054 | 1055 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 | 1056 MIN'ELLANEOUS BONDS \*Ex-dividend.

Washington Gas.
American Tele. & Telega. "II
TYPE MACHINE STOCKS.

Mergenthaler Linetype.
MINING STOCKS. Greene-Cananea NATIONAL BANK STOCKS.

Bank of Washington
TRUST COMPANY STOCKS.
American Security & Trust. 25
National Savings & Trust. 35 

Home Savings Savings Essavings Bank of Commerce & Savings II East Washington Savings Bank II FIRE INSURANCE STOCKS.

Chapin-Sacks
D. C. Paper Mfg. Co......
Graphophous com......

WASHINGTON PRODUCE.

#### THINGS THAT NEVER HAPPEN By GENE BYRNES



HAY, STRAW AND CORN—Hay, best timothy, new, per ton, 18.00; straw, per ton, 18.00; straw, per ton, 19.00a12.00; wheat straw, per ton, 2.00; new corn, per bbl. 4.58.

SEEDS—Clover, red, per lb., lbalt; alaike, l4a15; alfalfa (American grown), per lb., lbalt; red top solid seed (or herds' grass), per lbs., 18.20; bline grass, per bushel, 1.55; timothy, per bushel, 2.66a2.30; orchard grass, per bushel, 1.50a2.25; Maine grown seed potatoes, per lb-peck sacks (155-lba. net), 2.10a.2.40; cow peas, per bushel, 2.50a2.85; WOOL, AND HIDES—Wool, washed, free of burrs, per lb., 18.20; salt hides, dry, per lb., 18.20; salt hides, dry, per lb., 18.20; salt hides, green, per lb., 13; calfakins, green, sept., 1.0bal75; calfakins, green, sept., 1.0bal75.

Hand; salt hides green, per lb, l3; calfakins, green, esch, 1.001.75.

FRESH FISH AND CRABS—(Prices given below see by the pound unless otherwise stated.)—But'er and stars, large, 12½; carp, 5a19; mackerel, ISa18; rock, beiling, 7025; do., medium, l8; mmill, 11; pellow perch, large, 12½; do., small, 8; milmon troot, 18; gray troot, large, 15a18; do., small, 8a19; flounders, 16a18; catfab, 17½,s15; chams, per l0, 126; snappers, as to size, 13a15; bluefish, fresh, 25; snaimon, fresh, 30; closters, 35; crab meat, per qt, 60; flake, per qt, 90; sea bass, per lb, 12½; scallops, per qt, 60; shrimp, per qt, 75; roc, shad, 1.00; bucks, 30; herring, each, 6.

NEW YORK CURB MARKET.

105	2.339 Atlanta	105	2.339 Atlanta	105	2.339 Atlanta	105	2.339 Braden	105	2.339 Braden	105	2.339 Braden	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	105	1	16,750 Jumbo Extension	1 3 75
1,500 Kewanus	13																																																																																																																																																																																																																																																																																																																																												
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#### BALTIMORE PRODUCE.

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Baltimore. April 8.—MILLPEED—Spring bran, in 190-th. sacks, 26.00a;5.90; flour to white middlings, in 100-th. sacks, 26.00a;5.00; city mills middlings, in 100-th. sacks, 26.00a;5.00; city mills middlings, in 20-th sacks, 26.00a;7.00; city mills middlings, in 20-th sacks, 26.00a;7.00; do., white middlings, in 100-th. sacks, 26.00a;6.00; do., winter bran, 26.00a;2.00.

LIVE POULTEX—Chickens, old hens, 6 lbs. and over, th., 16%air; do., old, hens, small to medium, h., 16%air; do., old roosters, per lb., 10all; do., young, choice, per lb., 18a;0; do., rough, poor and staggr., lb., 13a1; do., winter, 2 lbs. and under, fis 28; ducks, Muscoves, 3 lbs. and over, th., 15; Pokins, 3 lbs and under, per lb., 16; do., smaller, lb., 16; do., lndian runners, per lb., 16all; pigeous, young, pair, 26a;6 do., old, pair, 26a;9; guines fowl, joung, 1% lbs. and over, each, 25; do., smaller, lb., 15; do., old, each, 25.

BUTTER—Creamery, faney, per lb., 26a; do., smaller, ochice, 25a;6; do., good, 7a;9; do., prints, 2; do., blocks, 31; ladles, 25a;1; Maryland and Pennsylvania rolls, 15a19; store-pucked, 18; dairy prints, 15a19; process batter, 7a;5.

EGGS-Maryland, Pennsylvania and Western firsts, 26a;1; West Virginia, nearby firsts, 20a11; Southern firsts, 20; duck eggs, per dox, 28. N. B.—Recrated or handled eggs, 10 to 20 higher.

BALTIMORE STOCK MARKET.

City 48, 1928.

City 51, 1928.

City 54, 1922.

GAS AND ELECTRIC.

Baltimore Electric 58, stamped.

974,

Baltimore Electric pfd, 50.

Con, Gas, E. L. & P. C. M. 449, 1935.

Con, Gas, E. L. & P. com., 1905.

Con, Gas, E. L. & P. notes.

BANKS AND TRUST COMPANIES.

Fidelity & Denosit, 50.

165 
 Munsey Trust
 110%

 National Bank of Baltimore, 100
 15

 National Exchange, 100
 151

 National Marine, 30
 151
 RAILROAD BONDS.

uston Oil com. (T. ctfs.)... nasylvania W. P. 5s......

SALES PIRST CALL

A refined hotel for your mother, 193 7-8.

Three Capital Traction bonds sold at 104, one-fourth of a point higher than on Wednesday. A City and Suburban 5 per cent bond sold at 102.
Although few sales of American Graph-

Although lew sales of American Graphophone preferred stock were recorded,
that issue continued the steady rise which
that attracted attention for the past two
weeks. Yesterday the bid jumped from
87 to 92, and thirty shares later sold on
an upward scale from \$21-2 to \$25-4.

#### SHE MUST ROLL PEANUTS.

Round City Hall on Vote Bet. Chicago, April 8.-The old-fashioned peanut rolling stunt will be performed in Chicago as the result of the elec-tion of William Hale Thompson as mayor. Mrs. Etta May Free lost the bet, and she must roll the peanut around the city hall Saturday afternoon. Mrs. Free was a Sweitzer noon. Mrs. Free was a Sweitzer worker at the polls, and she was so busy she nearly forgot to vote. In a dash to the other side of her ward

Bank Failure Investigated.

AMUSEMENTS.

ALL THIS WEEK
NEW POLI PLAYERS IN THE
CONTINENTAL SUCCESS, "WITHIN THE LAW"

NEXT WEEK—FIRST TIME IN STOCK "REBECCA OF SUNNYBROOK FARM"

SPECIAL—SUNDAY, APRIL 11, THE FIVE-REEL PEATURE FILM,

"SAMPSON" With Miss Mand Gilbert, the Popular Leading Ladr of the Poli Stock, Who Will Appear in Person and Tell You How the Picture Was Made, PROM 3 TO 10:30 P. M. PRICES, 16 AND 20 CENTS.

AT 8:15

THE COLUMBIA IN the daintiest of all Musical Comedies, "THE ROSE MAID" OF 65. YOUTH, BEAUTY, TALENT

NEXT WEEK-THE RED MILL. F. KEITH'S DAILY-2:15 4 8:15

2 Phones—Main 4484 and 4483, Mata., 25c. Evenings, 25c to \$1. "One of the Barest,"—Star. KALICH Wonderful in "THE VICTIM."
Clara Morton. Carmine Pabriate
SEVEN OFRIER EASTER WEER STARS.
NEAT MRS. LESLIE CARTER
WEER THE CARTER

15 BELASCO 2 Times Today. 20 David Belasco's MRS. LESLIE CARTER 30 The

Heart of Maryland MARIE DRESSLER Herself In a Mix-up Not Pletures

By PARKER A. HORD.

After a Long Season at the Thirty-Ninth Streeter, N. Y. Shake Well Before Using.

CARNATION BEAUTIES WRESTLING WED. NIGHT LOUIS MONTANO VS. JACK McDERMOTT. Next Week-Million Dollar Dolla. SOUSA And BAND

New National Theater.
Matinee, 3:15. Evening, 3:15
Sunday, April 11.
Prices: R.S. S. 6, No. So. On
sale at Droop's, lith and G, and
lox office of National Theater. TONIGHT, 8:15 P. M.
OAK ROOM, RALEIGH HOTEL
WILMBET GOODWIN BASTOOM
MAURICE WARNER, Violin,
And LEE CHONICAN, Franc,
Ausgices W. R. C., No. E.

BASEBALL TODAY—3:30P.M. AMERICAN LEAGUE PARK, Washington

**Boston Nationals** GRAND STAND, 75c.
PAVILION, 50c. BLEACHERS, 25c Casino Theater

7th and F Sts. N. W. WASHINGTON'S LEADING FAMILY VAUDEVILLE THEATER. ings, Prices 10 & 20c. Even-

ALL WEEK MARIE ELINE (HERSELF) The Original Thanhouser Kid The werld's youngest artist and five

SPRING RESORTS.

ATLANTIC CITY.

HOTEL JACKSON

**CLARENDON HOTEL** Virginia Avenue, Near Beach.

Tirate baths; rooms en suite with running water.

Write for free booklet. MONROE HUTCHIME.

## MARQUETTE HOTEL St. Louis, Mo.

100 Rooms with Private Bath, 200 Rooms with Private Bath. \$2.00 and up. 100 Rooms without Bath, \$1.00.

ing disposed of at \$11-8. Both Washing-ton Gas is and Capital Traction is, isfirmer tendency. The Washington Gas lessed as follows: \$2,000 at 1031-2, and \$5,000 at 1023-8. The quota-

The Chesapeake and Potomac Telephone Company

### COTTON MARKETS.

ings, while the spectacular movement that carried quotations upward so violently in the latter dealings was entirely the result of short covering, and not the work of manipulation; nor was it accomplished by those who have shown their faith in the property by a steady accumulation of stock during the past weeks.

Counts on War Contracts.

A Boston capitalist, credited with buying some 30,000 shares around 50, was believed to be behind the buying yesterday. His faith is based on present war contracts, estimated at about \$60,000,000, which should give a profit of 100 per cent, and from these figures a market value of about 130 for the stock would not be considered unreasonable, Wall Street was inclined to claim tonight.

General Motors with no better prospects, sells at 143 and Willys-Overland at 135.

"The trouble is not with the market, it is with ourselves," remarked an active trader at the close. "We have all known about the large earnings, but outsiders have carried away the stocks while we on the floor have steadily fought the advance, making the first proper steadily fought the advance, making the first proper steadily fought the advance, making the first property at the fought of the only real cash farm products of that section. The general motors with no better prospects, sells at 143 and Willys-Overland at 135.

The contract markets of New Tork and New Ordens will have more than 300,000 bales of actual cotton was sold in Liverbook at the countries is made at the countries in machine to neutral countries is reflected to methal countries of \$7.356 bales to France, and 13,000 hales to Russian profite or the was to methal countries of \$7.356 bales to Russian profite or the south and a more general belief from the countries of \$7.356 bales to Russian profite or the was to find in the property of which about 18,000 bales is destined to Great Britain, 5,500 bales to France, and 13,000 hales to Russian profite or the was to muttal countries of \$7.356 bales to Russian profite or the state of the was a sold in th

Western houses were buyers of Corn Products, and Pittsburgh brokers accu-mulated United States Steel and Pittsburgh Coal common. A four-point ad-vance in Goodrich was attributed to Chi-

in Rumely, carrying the preferred up Octo

ing buying orders in the general list and few could be found who would deal in Bethlehem Steel, although the advance Jaappeared to encourage the semiprofes-sional trader to go short.

Standard issues were heavy, Union Pa-cific Southern Pacific and kindred shares

GOVERNMENT BONDS.

Ants are eating foundation timbers of

Are those that do not fluctuate during dis-tiurbed conditions of the money or stock mar-kets. First deed of trust notes (first mort-gages), well ectured on real estate in the Dis-tract of Columbia, constitute "gitt-edge" in-vestments. They do not depend upon the financial resconsibility of individuals or cor-porations for their stability, and are exempt from taxation as personal property. We can supply such divestments in amounts from \$50 upward. Seed for booklet, "Concerning Loans and Investments."

Swartzell: Rheem & Hensey Co., 727 Fifteenth Street Northwest.

# "Take Your Telephone Into Parinership Pass Prosperity Along

HE psychology of business is that if you talk "hard times" you produce a situation similiar to "hard times." Talk business instead of war and pass prosperity along. If your salesmen no longer make their rounds or make them less frequently, don't let your customers feel that you are going out of business.

Get to them by telephone.

Drive away business depression by refusing to recognize it. Take your telephone into partnership, and when you are making up your sales plan see that the telephone has a place in it.

Ask us to help you, we are at your service.

